

This record is a partial extract of the original cable. The full text of the original cable is not available.

UNCLAS DJIBOUTI 000487

SIPDIS

NOT FOR INTERNET DISTRIBUTION;
STATE FOR AF; AF/E AND AF/EPS (ADA ADLER)

E.O. 12958: N/A

TAGS: [PREL](#) [PGOV](#) [EINV](#) [ECON](#) [ECPS](#) [EINT](#) [DJ](#)

SUBJECT: CISCO SYSTEMS INTERESTED IN INFORMATION TECHNOLOGY
AT DJIBOUTI PORT

1. (U) Shehab Meshki, Cisco Systems Regional Sales Manager for East Africa, briefly visited Djibouti March 23-25, 2004. The main purpose of the visit was to make initial contact with key government and business persons to evaluate the possibilities for Cisco investment in Djibouti. Meshki also made a presentation introducing Cisco's opportunities at Pole University's annual Fete d'Internet. Pole University recently began offering the Cisco Training Academy as part of its Information Technology program. Embassy facilitated meetings with key Port officials and with the communication shop at Camp Lemonier. Embassy Pol/Econ Officer also met with Meshki and briefed on the current investment climate in Djibouti. Meshki plans to discuss the possibilities for Cisco programs with the Ministry of Education, the Chamber of Commerce and other Djiboutian businesses on his next visit.

2. (U) The Port of Djibouti, managed by Dubai Ports International, is beginning modernization in order to become more competitive and reach its aim of becoming a commercial hub in the region. An integral part of this process is conforming to the latest international security standards. Meshki met with Abdillahi I. Chirreh, IT Manager at Port of Djibouti, who gave an in-depth presentation on the current IT situation and what the Port required in the near future. Chirreh stressed the lack of wireless communication, especially where the new Doraleh Port Facility was concerned. Meshki explained the options Cisco offered related to the Port of Djibouti's needs, expressing the intention of returning to discuss Cisco's products more in-depth.

3. (U) Meshki also met with Mohamed Abar, Harbor Master for Port of Djibouti, who informed him of a tender the Port had been advertising regarding security surveillance equipment. Meshki indicated that Cisco would be interested in tendering a bid and discussed technical matters for the bid with Bernard Barbe, Security Manager at the Port. Embassy Econ/Commercial section provided Cisco with specifications and information regarding the value of the tender and will follow the development of Cisco interests in Djibouti.

RAGSDALE